

Transportation Equipment and Supplies, Except Motor Vehicles: 2002

Issued July 2004

EC02-42I-06

2002 Economic Census

Wholesale Trade

Industry Series



U S C E N S U S B U R E A U

Helping You Make Informed Decisions

U.S. Department of Commerce
Economics and Statistics Administration
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-- Not applicable for this report.

Introduction to the Economic Census

PURPOSES AND USES OF THE ECONOMIC CENSUS

The economic census is the major source of facts about the structure and functioning of the nation's economy. It provides essential information for government, business, industry, and the general public. Title 13 of the United States Code (Sections 131, 191, and 224) directs the Census Bureau to take the economic census every 5 years, covering years ending in "2" and "7".

The economic census furnishes an important part of the framework for such composite measures as the gross domestic product estimates, input/output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions. Specific uses of economic census data include the following:

- Policymaking agencies of the federal government use the data to monitor economic activity and to assess the effectiveness of policies.
- State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.
- Trade associations study trends in their own and competing industries, which allows them to keep their members informed of market changes.
- Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

INDUSTRY CLASSIFICATIONS

Data from the 2002 Economic Census are published primarily according to the 2002 North American Industry Classification System (NAICS). NAICS was first adopted in the United States, Canada, and Mexico in 1997. The 2002 Economic Census covers the following NAICS sectors:

21	Mining
22	Utilities
23	Construction
31-33	Manufacturing
42	Wholesale Trade
44-45	Retail Trade
48-49	Transportation and Warehousing
51	Information
52	Finance and Insurance
53	Real Estate and Rental and Leasing
54	Professional, Scientific, and Technical Services
55	Management of Companies and Enterprises
56	Administrative and Support and Waste Management and Remediation Services
61	Educational Services
62	Health Care and Social Assistance
71	Arts, Entertainment, and Recreation
72	Accommodation and Food Services
81	Other Services (except Public Administration)

(Not listed above are the Agriculture, Forestry, Fishing, and Hunting sector (NAICS 11), partially covered by the census of agriculture conducted by the U.S. Department of Agriculture, and the Public Administration sector (NAICS 92), largely covered by the census of governments conducted by the Census Bureau.)

The 20 NAICS sectors are subdivided into 100 subsectors (three-digit codes), 317 industry groups (four-digit codes), and, as implemented in the United States, 1,179 industries (six-digit codes).

RELATIONSHIP TO HISTORICAL INDUSTRY CLASSIFICATIONS

Prior to the 1997 Economic Census, data were published according to the Standard Industrial Classification (SIC) system. While many of the individual NAICS industries correspond directly to industries as defined under the SIC system, most of the higher level groupings do not. Particular care should be taken in comparing data for retail trade, wholesale trade, and manufacturing, which are sector titles used in both NAICS and SIC, but cover somewhat different groups of industries. The 1997 Economic Census *Bridge Between NAICS and SIC* demonstrates the relationships between NAICS and SIC industries. Where changes are significant, it may not be possible to construct time series that include data for points both before and after 1997.

Most industry classifications remained unchanged between 1997 and 2002, but NAICS 2002 includes substantial revisions within the construction and wholesale trade sectors, and a number of revisions for the retail trade and information sectors. These changes are noted in industry definitions and will be demonstrated in the *Bridge Between NAICS 2002 and NAICS 1997*.

For 2002, data for enterprise support establishments (those functioning primarily to support the activities of their company's operating establishments, such as a warehouse or a research and development laboratory) are included in the industry that reflects their activities (such as warehousing). For 1997, such establishments were termed auxiliaries and were excluded from industry totals.

BASIS OF REPORTING

The economic census is conducted on an establishment basis. A company operating at more than one location is required to file a separate report for each store, factory, shop, or other location. Each establishment is assigned a separate industry classification based on its primary activity and not that of its parent company. (For selected industries, only payroll, employment, and classification are collected for individual establishments, while other data are collected on a consolidated basis.)

GEOGRAPHIC AREA CODING

Accurate and complete information on the physical location of each establishment is required to tabulate the census data for states, metropolitan and micropolitan statistical areas, counties, and corporate municipalities (places) including cities, towns, townships, villages, and boroughs. Respondents were required to report their physical location (street address, municipality, county, and state) if it differed from their mailing address. For establishments not surveyed by mail (and those single-establishment companies that did not provide acceptable information on physical location), location information from administrative sources is used as a basis for coding.

AVAILABILITY OF ADDITIONAL DATA

All results of the 2002 Economic Census are available on the Census Bureau Internet site (www.census.gov) and on compact discs and digital versatile discs (CD-ROMs and DVD-ROMs) for sale by the Census Bureau. The American FactFinder system at the Internet site allows selective retrieval and downloading of the data. For more information, including a description of reports being issued, see the Internet site, write to the U.S. Census Bureau, Washington, DC 20233-6100, or call Customer Services at 301-763-4100.

HISTORICAL INFORMATION

The economic census has been taken as an integrated program at 5-year intervals since 1967 and before that for 1954, 1958, and 1963. Prior to that time, individual components of the economic census were taken separately at varying intervals.

The economic census traces its beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for the 1840 Decennial Census and subsequent censuses to include mining and some commercial activities. The 1905 Manufactures Census was the first time a census was taken apart

from the regular decennial population census. Censuses covering retail and wholesale trade and construction industries were added in 1930, as were some service trades in 1933. Censuses of construction, manufacturing, and the other business censuses were suspended during World War II.

The 1954 Economic Census was the first census to be fully integrated, providing comparable census data across economic sectors and using consistent time periods, concepts, definitions, classifications, and reporting units. It was the first census to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records also have been used to provide basic statistics for very small firms, reducing or eliminating the need to send them census report forms.

The range of industries covered in the economic census expanded between 1967 and 2002. The census of construction industries began on a regular basis in 1967, and the scope of service industries, introduced in 1933, was broadened in 1967, 1977, and 1987. While a few transportation industries were covered as early as 1963, it was not until 1992 that the census broadened to include all of transportation, communications, and utilities. Also new for 1992 was coverage of financial, insurance, and real estate industries. With these additions, the economic census and the separate census of governments and census of agriculture collectively covered roughly 98 percent of all economic activity. New for 2002 is coverage of four industries classified in the agriculture, forestry, and fishing sector under the SIC system: landscape architectural services, landscaping services, veterinary services, and pet care services.

Printed statistical reports from the 1992 and earlier censuses provide historical figures for the study of long-term time series and are available in some large libraries. Reports for 1997 were published primarily on the Internet and copies of 1992 reports are also available there. CD-ROMs issued from the 1987, 1992, and 1997 Economic Censuses contain databases that include all or nearly all data published in print, plus additional statistics, such as ZIP Code statistics, published only on CD-ROM.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for the 2002 Economic Census and related surveys is published in the *Guide to the 2002 Economic Census* at www.census.gov/econ/census02/guide. More information on the methodology, procedures, and history of the census will be published in the *History of the 2002 Economic Census* at www.census.gov/econ/www/history.html.

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Wholesale Trade

SCOPE

The Wholesale Trade sector (sector 42) comprises establishments engaged in wholesaling merchandise, generally without transformation, and rendering services incidental to the sale of merchandise.

The wholesaling process is an intermediate step in the distribution of merchandise. Wholesalers are organized to sell or arrange the purchase or sale of —

1. goods for resale (i.e., goods sold to other wholesalers or retailers),
2. capital or durable nonconsumer goods, or
3. raw and intermediate materials and supplies used in production.

Wholesalers sell merchandise to other businesses and normally operate from a warehouse or office. These warehouses and offices are characterized by having little or no display of merchandise. In addition, neither the design nor the location of the premises is intended to solicit walk-in traffic. Wholesalers do not normally use advertising directed to the general public. Customers are generally reached initially via telephone, in-person marketing, or by specialized advertising that may include Internet or other electronic means. Follow-up orders are either vendor-initiated or client-initiated, generally based on previous sales, and typically exhibit strong ties between sellers and buyers. In fact, transactions are often conducted between wholesalers and clients that have long-standing business relationships.

This sector comprises two main types of wholesalers: merchant wholesalers that sell goods on their own account and business to business electronic markets, and agents and brokers that arrange sales and purchases for others generally for a commission or fee.

1. Establishments that sell goods on their own account are known as wholesale merchants, distributors, jobbers, drop shippers, and import/export merchants. Also included as wholesale merchants are sales offices and sales branches (but not retail stores) maintained by manufacturing, refining, or mining enterprises apart from their plants or mines for the purpose of marketing their products. Merchant wholesale establishments typically maintain their own warehouse, where they receive and handle goods for their customers. Goods are generally sold without transformation, but may include integral functions, such as sorting, packaging, labeling, and other marketing services.
2. Establishments arranging for the purchase or sale of goods owned by others or purchasing goods, generally on a commission basis, are known as business to business electronic markets, agents and brokers, commission merchants, import/export agents and brokers, auction companies, and manufacturers' representatives. These establishments operate from offices and generally do not own or handle the goods they sell.

Some wholesale establishments may be connected with a single manufacturer and promote and sell the particular manufacturer's products to a wide range of other wholesalers or retailers. Other wholesalers may be connected to a retail chain, or a limited number of retail chains, and provide a variety of products needed by the retail operation(s). These wholesalers may obtain the products from a wide range of manufacturers. Still other wholesalers may not take title to the goods, but act as agents and brokers for a commission.

Although wholesaling normally denotes sales in large volumes, durable nonconsumer goods may be sold in single units. Sales of capital or durable nonconsumer goods used in the production of goods and services, such as farm machinery, medium and heavy duty trucks, and industrial machinery, are always included in wholesale trade.

Exclusions. Excluded from this sector are governmental organizations classified in the covered industries except for liquor wholesalers operated by state and local governments.

The tabulations for this sector do not include central administrative offices or other establishments that serve wholesale establishments within the same organization. Data for such establishments are classified according to the nature of the service they provide. For example, separate headquarters establishments are reported in NAICS sector 55, Management of Companies and Enterprises.

The reports described below exclude establishments of firms with no paid employees. These “nonemployers,” typically self-employed individuals or partnerships operating businesses that they have not chosen to incorporate, are reported separately in Nonemployer Statistics. The contribution of nonemployers may be examined at www.census.gov/nonemployerimpact.

Definitions. Industry categories are defined in Appendix B, NAICS Codes, Titles, and Descriptions. Other terms are defined in Appendix A, Explanation of Terms.

REPORTS

The following reports provide statistics on this sector.

Industry Series. There are 19 reports, each covering a group of related industries. The reports present, by kind of business for the United States, general statistics for establishments of firms with payroll on number of establishments, sales, payroll, and employment; comparative statistics for 2002 and 1997; product lines; and concentration of business activity in the largest firms. The data in industry reports are preliminary and subject to change in the following reports.

Geographic Area Series. There is a separate report for each state, the District of Columbia, and the United States. Each state report presents, for establishments of firms with payroll, general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventory by kind of business for the state, metropolitan and micropolitan statistical areas, counties, and places with 2,500 inhabitants or more. Greater kind-of-business detail is shown for larger areas. The United States report presents data for the United States as a whole for detailed kind-of-business classifications.

Subject Series:

- **Product Lines.** This report presents sources of sales data for establishments of firms with payroll by kind of business. Data are presented for the United States and states.
- **Establishment and Firm Size (Including Legal Form of Organization).** This report presents sales, payroll, and employment data for the United States by sales size, by employment size, and by legal form of organization for establishments of firms with payroll; and by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits) for firms with payroll.
- **Miscellaneous Subjects.** This report presents data for a variety of industry-specific questions for establishments of firms with payroll. Presentation of data varies by kind of business.

Other reports. Data for this sector are also included in reports with multisector coverage, including *Nonemployer Statistics*, *Comparative Statistics*, *Bridge Between 2002 NAICS and 1997 NAICS*, *Business Expenses*, and the Survey of Business Owners reports.

GEOGRAPHIC AREAS COVERED

The level of geographic detail varies by report. Maps are available at www.census.gov/econ2002maps. Notes specific to areas in the state are included in Appendix D, Geographic Notes. Data may be presented for —

1. The United States as a whole.
2. States and the District of Columbia.

-
3. Metropolitan and micropolitan statistical areas. A core based statistical area (CBSA) contains a core area with a substantial population nucleus, together with adjacent communities having a high degree of social and economic integration with that core. CBSAs are differentiated into metropolitan and micropolitan statistical areas based on size criteria. Both metropolitan and micropolitan statistical areas are defined in terms of entire counties, and are listed in Appendix E, Metropolitan and Micropolitan Statistical Areas.
 - a. Metropolitan Statistical Areas (metro areas). Metro areas have at least one urbanized area of 50,000 or more population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties.
 - b. Micropolitan Statistical Areas (micro areas). Micro areas have at least one urban cluster of at least 10,000 but less than 50,000 population, plus adjacent territory that has a high degree of social and economic integration with the core as measured by commuting ties.
 - c. Metropolitan Divisions (metro divisions). If specified criteria are met, a metro area containing a single core with a population of 2.5 million or more may be subdivided to form smaller groupings of counties referred to as Metropolitan Divisions.
 - d. Combined Statistical Areas (combined areas). If specified criteria are met, adjacent metro and micro areas, in various combinations, may become the components of a new set of areas called Combined Statistical Areas. The areas that combine retain their own designations as metro or micro areas within the larger combined area.
 4. Counties and county equivalents defined as of January 1, 2002. Counties are the primary divisions of states, except in Louisiana where they are called parishes and in Alaska where they are called boroughs, census areas, and city and boroughs. Maryland, Missouri, Nevada, and Virginia have one place or more that is independent of any county organization and constitutes primary divisions of their states. These places are treated as counties and as places.
 5. Economic places.
 - a. Municipalities of 2,500 inhabitants or more defined as of January 1, 2002. These are areas of significant population incorporated as cities, boroughs, villages, or towns according to the 2000 Census of Population. For the economic census, boroughs, census areas, and city and boroughs in Alaska and boroughs in New York are not included in this category.
 - b. Consolidated cities defined as of January 1, 2002. Consolidated cities are consolidated governments that consist of separately incorporated municipalities.
 - c. Townships in Michigan, New Jersey, and Pennsylvania, and towns in New York, Wisconsin, and the six New England states with 10,000 inhabitants or more (according to the 2000 Census of Population).
 - d. Balance of county. Areas outside the entities listed above, including incorporated municipalities with populations of fewer than 2,500, towns and townships not qualifying as noted above, and the remainders of counties outside places are categorized as "Balance of county".

DOLLAR VALUES

All dollar values presented are expressed in current dollars; i.e., 2002 data are expressed in 2002 dollars, and 1997 data, in 1997 dollars. Consequently, when making comparisons with prior years, users of the data should consider the changes in prices that have occurred.

All dollar values are shown in thousands of dollars.

COMPARABILITY OF THE 1997 AND 2002 ECONOMIC CENSUSES

Both the 2002 Economic Census and the 1997 Economic Census present data based on the North American Industry Classification System (NAICS). Under the 1997 NAICS, Wholesale Trade was comprised of two subsectors: 421, Wholesale Trade, Durable Goods, and 422, Wholesale Trade,

Nondurable Goods. In addition, the U.S. Census Bureau presented data in the Wholesale Trade sector by three type-of-operation categories: 1) Merchant wholesalers, 2) Manufacturers' sales branches and offices, and 3) Agents, brokers, and commission merchants.

Under the 2002 NAICS, to recognize production differences in some types of operation, the Wholesale Trade sector was reorganized into three subsectors: 423, Merchant Wholesalers, Durable Goods; 424, Merchant Wholesalers, Nondurable Goods; and 425, Wholesale Electronic Markets and Agents and Brokers. The 2002 NAICS industry definitions for Merchant Wholesalers in subsectors 423 and 424 include type-of-operation categories for manufacturers' sales branches and offices, as well as the 1997 Census Bureau defined merchant wholesalers. Agents and brokers are defined as a separate NAICS industry in subsector 425 and are no longer included in the type-of-operation structure. For 2002, data are presented by two type-of-operation categories: 1) Merchant wholesalers, except manufacturers' sales branches and offices, and 2) Manufacturers' sales branches and offices. For more details, see Types of Operation in Appendix A.

RELIABILITY OF DATA

All data compiled for this sector are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, processing, and estimation for missing or misreported data. Data presented in the Miscellaneous Subjects and Product Lines reports for this sector are subject to sampling errors, as well as nonsampling errors.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data, as by the percentages shown in the tables. Precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors. More information on the reliability of the data is included in Appendix C, Methodology.

DISCLOSURE

In accordance with federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld. Techniques employed to limit disclosure are discussed at www.census.gov/epcd/ec02/disclosure.htm.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

The County Business Patterns program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county, and Statistics of U.S. Businesses provides annual statistics classified by the employment size of the enterprise, further classified by industry for the United States, and by broader categories for states and metropolitan areas.

CONTACTS FOR DATA USERS

Questions about these data may be directed to the U.S. Census Bureau, Services Sector Statistics Division, Wholesale Census Branch, 1-800-541-8345 or wcb@census.gov.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used with these data:

D	Withheld to avoid disclosing data of individual companies; data are included in higher level totals
N	Not available or not comparable
S	Withheld because estimates did not meet publication standards
X	Not applicable
Z	Less than half the unit shown
a	0 to 19 employees
b	20 to 99 employees
c	100 to 249 employees
e	250 to 499 employees
f	500 to 999 employees
g	1,000 to 2,499 employees
h	2,500 to 4,999 employees
i	5,000 to 9,999 employees
j	10,000 to 24,999 employees
k	25,000 to 49,999 employees
l	50,000 to 99,999 employees
m	100,000 employees or more
r	Revised
—	Represents zero (page image/print only)
(CC)	Consolidated city
(IC)	Independent city

Table 1. Summary Statistics for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Type of operation and kind of business ¹	Estab- lishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of sales—	
							From admini- strative records ²	Estimated ³
	WHOLESALE TRADE							
42386	Transportation equipment and supplies (except motor vehicle) merchant wholesalers	3 051	22 393 585	1 728 253	422 586	36 912	4.2	5.3
423860	Transportation equipment and supplies (except motor vehicle) merchant wholesalers	3 051	22 393 585	1 728 253	422 586	36 912	4.2	5.3
	MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES							
42386	Transportation equipment and supplies (except motor vehicle) merchant wholesalers	3 001	17 725 303	1 558 399	381 974	32 968	5.3	6.3
423860	Transportation equipment and supplies (except motor vehicle) merchant wholesalers	3 001	17 725 303	1 558 399	381 974	32 968	5.3	6.3
	MANUFACTURERS' SALES BRANCHES AND OFFICES							
42386	Transportation equipment and supplies (except motor vehicle) merchant wholesalers	50	4 668 282	169 854	40 612	3 944	—	1.5
423860	Transportation equipment and supplies (except motor vehicle) merchant wholesalers	50	4 668 282	169 854	40 612	3 944	—	1.5

¹For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

²Includes sales information obtained from administrative records of other federal agencies.

³Includes sales information that was imputed based on historic data, administrative data, industry averages, or other statistical methods.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 and 1997 Economic Censuses. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

1997 NAICS code	Type of operation and kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)
	WHOLESALE TRADE				
42186	Transportation equipment and supplies (except motor vehicle) wholesalers.....	3 405	26 414 976	1 793 590	37 963
	..... 2002..				
	..... 1997..	4 003	23 682 313	1 723 585	40 905
421860	Transportation equipment and supplies (except motor vehicle) wholesalers.....	3 405	26 414 976	1 793 590	37 963
	..... 2002..				
	..... 1997..	4 003	23 682 313	1 723 585	40 905
	MERCHANT WHOLESALERS				
42186	Transportation equipment and supplies (except motor vehicle) wholesalers.....	3 001	17 725 303	1 558 399	32 968
	..... 2002..				
	..... 1997..	3 454	16 634 756	1 431 585	35 256
421860	Transportation equipment and supplies (except motor vehicle) wholesalers.....	3 001	17 725 303	1 558 399	32 968
	..... 2002..				
	..... 1997..	3 454	16 634 756	1 431 585	35 256

Note: The data in this table are based on the 2002 and 1997 Economic Censuses. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 3. Product Lines by Kind of Business for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)	
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—			
						Estab- lishments with the product line	All estab- lishments ²		
42386		WHOLESALE TRADE							
		Transportation equipment and supplies (except motor vehicle) merchant wholesalers	3 051	X	22 393 585	X	100.0	58.8	
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	62	485 754	44 276	9.1	.2	X	
	10920	New computer equipment	6	13 932	1 029	7.4	Z	X	
	11100	Semi-finished iron and steel products	7	264 833	73 253	27.7	.3	X	
	11120	Flat iron and steel products	9	44 977	3 577	8.0	Z	X	
	11400	Electrical apparatus and equipment	69	4 397 236	1 818 750	41.4	8.1	X	
	11600	Electronic parts and equipment, excluding communications equipment ..	82	501 999	36 746	7.3	.2	X	
	11700	Hardware	65	295 325	12 395	4.2	.1	X	
	12100	Construction and mining machinery and equipment, including parts and attachments	36	91 306	12 123	13.3	.1	X	
	12200	Farm machinery, equipment, and parts	14	178 634	20 552	11.5	.1	X	
	12300	Hydraulic and pneumatic pumps, motors, and parts	54	186 315	9 110	4.9	Z	X	
	12320	General-purpose industrial machinery, equipment, and parts	79	683 929	93 532	13.7	.4	X	
	12330	Metalworking machinery, equipment, and parts	6	10 074	436	4.3	Z	X	
	12340	Materials handling machinery, equipment, and parts	7	19 775	2 496	12.6	Z	X	
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	21	76 355	7 560	9.9	Z	X	
	12360	Other industrial machinery, equipment, and parts	115	790 035	223 184	28.3	1.0	X	
	12370	Mechanical power transmission supplies	6	14 295	1 433	10.0	Z	58.8	
	12372	Other mechanical power transmission supplies	6	14 295	1 433	10.0	Z	X	
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	8	9 228	956	10.4	Z	X	
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	15	34 645	2 943	8.5	Z	X	
	12600	Aircraft and aeronautical equipment and supplies	1 933	18 617 102	15 591 623	83.7	69.6	55.0	
	12611	New aircraft	174	3 953 941	1 120 430	28.3	5.0	X	
	12612	New aircraft engines and engine parts	618	8 959 901	4 984 313	55.6	22.3	X	
	12613	Other new aircraft equipment and supplies	999	8 431 928	5 384 751	63.9	24.0	X	
	12614	Used aircraft and aeronautical equipment and supplies	1 281	7 864 522	4 102 129	52.2	18.3	X	
	12620	Marine machinery, equipment, and supplies	727	2 694 586	1 873 149	69.5	8.4	51.6	
	12621	New ships and boats, excluding pleasure boats	71	213 685	114 460	53.6	.5	X	
	12622	New marine propulsion machinery and equipment	182	1 184 974	495 461	41.8	2.2	X	
	12623	New marine supplies	510	1 550 653	1 121 681	72.3	5.0	X	
	12624	Used marine machinery, equipment, and supplies	175	451 700	131 023	29.0	.6	X	
	12630	Other transportation equipment and supplies	477	1 891 329	1 565 189	82.8	7.0	37.2	
	12631	New transportation equipment, excluding automotive	397	1 795 659	1 271 451	70.8	5.7	X	
	12632	Used transportation equipment, excluding automotive	310	1 243 798	293 738	23.6	1.3	X	
	12700	Sporting and recreational goods and supplies	30	120 007	16 309	13.6	.1	X	
	13400	Paper and plastic products	6	31 705	707	2.2	Z	X	
	14860	Grocery specialties	12	267 879	53 361	19.9	.2	X	
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum ..	23	231 201	24 074	10.4	.1	X	
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	23	440 208	44 415	10.1	.2	X	
	19700	Service receipts and labor charges, including installed parts	346	2 824 461	314 476	11.1	1.4	56.9	
	19701	Labor charges for repair work	276	1 928 651	117 360	6.1	.5	X	
	19702	Parts installed in repair work	216	1 314 709	87 061	6.6	.4	X	
	19703	Other service receipts and labor charges	102	1 347 246	110 055	8.2	.5	X	
	19720	Receipts for service contracts	41	495 088	16 053	3.2	.1	X	
	19740	Receipts for installing equipment	30	302 458	20 651	6.8	.1	X	
	19810	Miscellaneous commodities	79	2 534 646	342 282	13.5	1.5	X	
	19830	Flight training and charter service	20	623 855	13 510	2.2	.1	X	
	19940	Rental and operating lease receipts	99	2 598 279	92 221	3.5	.4	X	
	423860		Transportation equipment and supplies (except motor vehicle) merchant wholesalers	3 051	X	22 393 585	X	100.0	58.8
		10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	62	485 754	44 276	9.1	.2	X
10920		New computer equipment	6	13 932	1 029	7.4	Z	X	
11100		Semi-finished iron and steel products	7	264 833	73 253	27.7	.3	X	
11120		Flat iron and steel products	9	44 977	3 577	8.0	Z	X	
11400		Electrical apparatus and equipment	69	4 397 236	1 818 750	41.4	8.1	X	
11600		Electronic parts and equipment, excluding communications equipment ..	82	501 999	36 746	7.3	.2	X	
11700		Hardware	65	295 325	12 395	4.2	.1	X	
12100		Construction and mining machinery and equipment, including parts and attachments	36	91 306	12 123	13.3	.1	X	
12200		Farm machinery, equipment, and parts	14	178 634	20 552	11.5	.1	X	
12300		Hydraulic and pneumatic pumps, motors, and parts	54	186 315	9 110	4.9	Z	X	
12320		General-purpose industrial machinery, equipment, and parts	79	683 929	93 532	13.7	.4	X	
12330		Metalworking machinery, equipment, and parts	6	10 074	436	4.3	Z	X	
12340		Materials handling machinery, equipment, and parts	7	19 775	2 496	12.6	Z	X	
12350		Oil well, oil refinery, and pipeline machinery, equipment, and supplies ...	21	76 355	7 560	9.9	Z	X	
12360		Other industrial machinery, equipment, and parts	115	790 035	223 184	28.3	1.0	X	
12370		Mechanical power transmission supplies	6	14 295	1 433	10.0	Z	58.8	
12372		Other mechanical power transmission supplies	6	14 295	1 433	10.0	Z	X	
12380		Industrial valves and fittings, excluding hydraulic valves and fittings	8	9 228	956	10.4	Z	X	
12460		Abrasives, strapping, tapes, inks, and mechanical rubber goods	15	34 645	2 943	8.5	Z	X	
12600		Aircraft and aeronautical equipment and supplies	1 933	18 617 102	15 591 623	83.7	69.6	55.0	
12611		New aircraft	174	3 953 941	1 120 430	28.3	5.0	X	
12612		New aircraft engines and engine parts	618	8 959 901	4 984 313	55.6	22.3	X	
12613		Other new aircraft equipment and supplies	999	8 431 928	5 384 751	63.9	24.0	X	
12614		Used aircraft and aeronautical equipment and supplies	1 281	7 864 522	4 102 129	52.2	18.3	X	
12620		Marine machinery, equipment, and supplies	727	2 694 586	1 873 149	69.5	8.4	51.6	
12621		New ships and boats, excluding pleasure boats	71	213 685	114 460	53.6	.5	X	
12622		New marine propulsion machinery and equipment	182	1 184 974	495 461	41.8	2.2	X	
12623		New marine supplies	510	1 550 653	1 121 681	72.3	5.0	X	
12624		Used marine machinery, equipment, and supplies	175	451 700	131 023	29.0	.6	X	

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423860		WHOLESALE TRADE—Con.						
		Transportation equipment and supplies (except motor vehicle) merchant wholesalers—Con.						
	12630	Other transportation equipment and supplies	477	1 891 329	1 565 189	82.8	7.0	37.2
	12631	New transportation equipment, excluding automotive	397	1 795 659	1 271 451	70.8	5.7	X
	12632	Used transportation equipment, excluding automotive	310	1 243 798	293 738	23.6	1.3	X
	12700	Sporting and recreational goods and supplies	30	120 007	16 309	13.6	.1	X
	13400	Paper and plastic products	6	31 705	707	2.2	Z	X
	14860	Grocery specialties	12	267 879	53 361	19.9	.2	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	23	231 201	24 074	10.4	.1	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	23	440 208	44 415	10.1	.2	X
	19700	Service receipts and labor charges, including installed parts	346	2 824 461	314 476	11.1	1.4	56.9
	19701	Labor charges for repair work	276	1 928 651	117 360	6.1	.5	X
	19702	Parts installed in repair work	216	1 314 709	87 061	6.6	.4	X
	19703	Other service receipts and labor charges	102	1 347 246	110 055	8.2	.5	X
	19720	Receipts for service contracts	41	495 088	16 053	3.2	.1	X
	19740	Receipts for installing equipment	30	302 458	20 651	6.8	.1	X
	19810	Miscellaneous commodities	79	2 534 646	342 282	13.5	1.5	X
	19830	Flight training and charter service	20	623 855	13 510	2.2	.1	X
	19940	Rental and operating lease receipts	99	2 598 279	92 221	3.5	.4	X
	42386		MERCHANT WHOLESALESA, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES					
		Transportation equipment and supplies (except motor vehicle) merchant wholesalers	3 001	X	17 725 303	X	100.0	69.0
10200		New and rebuilt automotive parts and supplies, and trailer parts and supplies	62	485 754	44 276	9.1	.3	X
10920		New computer equipment	6	13 932	1 029	7.4	Z	X
11100		Semi-finished iron and steel products	7	264 833	73 253	27.7	.4	X
11120		Flat iron and steel products	9	44 977	3 577	8.0	Z	X
11400		Electrical apparatus and equipment	58	169 753	10 072	5.9	.1	X
11600		Electronic parts and equipment, excluding communications equipment . .	82	501 999	36 746	7.3	.2	X
11700		Hardware	65	295 325	12 395	4.2	.1	X
12100		Construction and mining machinery and equipment, including parts and attachments	36	91 306	12 123	13.3	.1	X
12200		Farm machinery, equipment, and parts	14	178 634	20 552	11.5	.1	X
12300		Hydraulic and pneumatic pumps, motors, and parts	47	154 934	7 757	5.0	Z	X
12320		General-purpose industrial machinery, equipment, and parts	79	683 929	93 532	13.7	.5	29.0
12321		New pumps, compressors, and equipment	71	539 787	69 535	12.9	.4	X
12323		New diesel engines, excluding automotive engines	42	63 467	3 652	5.8	Z	X
12327		Other new general-purpose industrial machinery and equipment	51	247 609	12 975	5.2	.1	X
12328		Used general-purpose industrial machinery and equipment	9	144 142	7 370	5.1	Z	X
12330		Metalworking machinery, equipment, and parts	6	10 074	436	4.3	Z	X
12340		Materials handling machinery, equipment, and parts	7	19 775	2 496	12.6	Z	X
12350		Oil well, oil refinery, and pipeline machinery, equipment, and supplies . .	17	30 633	4 604	15.0	Z	X
12360		Other industrial machinery, equipment, and parts	104	712 932	200 508	28.1	1.1	X
12370		Mechanical power transmission supplies	6	14 295	1 433	10.0	Z	69.0
12372		Other mechanical power transmission supplies	6	14 295	1 433	10.0	Z	X
12380		Industrial valves and fittings, excluding hydraulic valves and fittings	8	9 228	956	10.4	Z	X
12460		Abrasives, strapping, tapes, inks, and mechanical rubber goods	15	34 645	2 943	8.5	Z	X
12600		Aircraft and aeronautical equipment and supplies	1 897	14 107 586	12 940 465	91.7	73.0	64.2
12611		New aircraft	174	3 953 941	1 120 430	28.3	6.3	X
12612		New aircraft engines and engine parts	614	4 720 495	2 575 437	54.6	14.5	X
12613		Other new aircraft equipment and supplies	974	8 193 199	5 161 092	63.0	29.1	X
12614		Used aircraft and aeronautical equipment and supplies	1 270	7 689 706	4 083 506	53.1	23.0	X
12620		Marine machinery, equipment, and supplies	710	2 562 736	1 795 707	70.1	10.1	61.3
12621		New ships and boats, excluding pleasure boats	71	213 685	114 460	53.6	.6	X
12622		New marine propulsion machinery and equipment	182	1 184 974	495 461	41.8	2.8	X
12623		New marine supplies	497	1 464 525	1 114 245	76.1	6.3	X
12624		Used marine machinery, equipment, and supplies	162	365 572	71 541	19.6	.4	X
12630		Other transportation equipment and supplies	469	1 787 310	1 483 857	83.0	8.4	40.7
12631		New transportation equipment, excluding automotive	389	1 691 640	1 191 349	70.4	6.7	X
12632		Used transportation equipment, excluding automotive	307	1 236 744	292 508	23.7	1.7	X
12700		Sporting and recreational goods and supplies	30	120 007	16 309	13.6	.1	X
13400		Paper and plastic products	6	31 705	707	2.2	Z	X
14860		Grocery specialties	12	267 879	53 361	19.9	.3	X
15330		Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	23	231 201	24 074	10.4	.1	X
15400		Refined petroleum products, excluding liquefied petroleum (LP)	21	345 677	40 634	11.8	.2	X
19700		Service receipts and labor charges, including installed parts	346	2 824 461	314 476	11.1	1.8	66.8
19701		Labor charges for repair work	276	1 928 651	117 360	6.1	.7	X
19702		Parts installed in repair work	216	1 314 709	87 061	6.6	.5	X
19703		Other service receipts and labor charges	102	1 347 246	110 055	8.2	.6	X
19720		Receipts for service contracts	41	495 088	16 053	3.2	.1	X
19740		Receipts for installing equipment	30	302 458	20 651	6.8	.1	X
19810		Miscellaneous commodities	79	2 534 646	342 282	13.5	1.9	X
19830		Flight training and charter service	20	623 855	13 510	2.2	.1	X
19940	Rental and operating lease receipts	99	2 598 279	92 221	3.5	.5	X	

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line ¹	Establishments with the product line		Product line sales			Response coverage ³ (percent)
			Number	Total sales (\$1,000)	Amount ² (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ²	
423860		MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES— Con.						
		Transportation equipment and supplies (except motor vehicle) merchant wholesalers	3 001	X	17 725 303	X	100.0	69.0
	10200	New and rebuilt automotive parts and supplies, and trailer parts and supplies	62	485 754	44 276	9.1	.3	X
	10920	New computer equipment	6	13 932	1 029	7.4	Z	X
	11100	Semi-finished iron and steel products	7	264 833	73 253	27.7	.4	X
	11120	Flat iron and steel products	9	44 977	3 577	8.0	Z	X
	11400	Electrical apparatus and equipment	58	169 753	10 072	5.9	.1	X
	11600	Electronic parts and equipment, excluding communications equipment . .	82	501 999	36 746	7.3	.2	X
	11700	Hardware	65	295 325	12 395	4.2	.1	X
	12100	Construction and mining machinery and equipment, including parts and attachments	36	91 306	12 123	13.3	.1	X
	12200	Farm machinery, equipment, and parts	14	178 634	20 552	11.5	.1	X
	12300	Hydraulic and pneumatic pumps, motors, and parts	47	154 934	7 757	5.0	Z	X
	12320	General-purpose industrial machinery, equipment, and parts	79	683 929	93 532	13.7	.5	29.0
	12321	New pumps, compressors, and equipment	71	539 787	69 535	12.9	.4	X
	12323	New diesel engines, excluding automotive engines	42	63 467	3 652	5.8	Z	X
	12327	Other new general-purpose industrial machinery and equipment	51	247 609	12 975	5.2	.1	X
	12328	Used general-purpose industrial machinery and equipment	9	144 142	7 370	5.1	Z	X
	12330	Metalworking machinery, equipment, and parts	6	10 074	436	4.3	Z	X
	12340	Materials handling machinery, equipment, and parts	7	19 775	2 496	12.6	Z	X
	12350	Oil well, oil refinery, and pipeline machinery, equipment, and supplies . .	17	30 633	4 604	15.0	Z	X
	12360	Other industrial machinery, equipment, and parts	104	712 932	200 508	28.1	1.1	X
	12370	Mechanical power transmission supplies	6	14 295	1 433	10.0	Z	69.0
	12372	Other mechanical power transmission supplies	6	14 295	1 433	10.0	Z	X
	12380	Industrial valves and fittings, excluding hydraulic valves and fittings	8	9 228	956	10.4	Z	X
	12460	Abrasives, strapping, tapes, inks, and mechanical rubber goods	15	34 645	2 943	8.5	Z	X
	12600	Aircraft and aeronautical equipment and supplies	1 897	14 107 586	12 940 465	91.7	73.0	64.2
	12611	New aircraft	174	3 953 941	1 120 430	28.3	6.3	X
	12612	New aircraft engines and engine parts	614	4 720 495	2 575 437	54.6	14.5	X
	12613	Other new aircraft equipment and supplies	974	8 193 199	5 161 092	63.0	29.1	X
	12614	Used aircraft and aeronautical equipment and supplies	1 270	7 689 706	4 083 506	53.1	23.0	X
	12620	Marine machinery, equipment, and supplies	710	2 562 736	1 795 707	70.1	10.1	61.3
	12621	New ships and boats, excluding pleasure boats	71	213 685	114 460	53.6	.6	X
	12622	New marine propulsion machinery and equipment	182	1 184 974	495 461	41.8	2.8	X
	12623	New marine supplies	497	1 464 525	1 114 245	76.1	6.3	X
	12624	Used marine machinery, equipment, and supplies	162	365 572	71 541	19.6	.4	X
	12630	Other transportation equipment and supplies	469	1 787 310	1 483 857	83.0	8.4	40.7
	12631	New transportation equipment, excluding automotive	389	1 691 640	1 191 349	70.4	6.7	X
	12632	Used transportation equipment, excluding automotive	307	1 236 744	292 508	23.7	1.7	X
	12700	Sporting and recreational goods and supplies	30	120 007	16 309	13.6	.1	X
	13400	Paper and plastic products	6	31 705	707	2.2	Z	X
	14860	Grocery specialties	12	267 879	53 361	19.9	.3	X
	15330	Chemicals and allied products, excluding agricultural chemicals, plastics, industrial and natural gases, liquefied petroleum (LP), and petroleum . .	23	231 201	24 074	10.4	.1	X
	15400	Refined petroleum products, excluding liquefied petroleum (LP)	21	345 677	40 634	11.8	.2	X
	19700	Service receipts and labor charges, including installed parts	346	2 824 461	314 476	11.1	1.8	66.8
	19701	Labor charges for repair work	276	1 928 651	117 360	6.1	.7	X
	19702	Parts installed in repair work	216	1 314 709	87 061	6.6	.5	X
	19703	Other service receipts and labor charges	102	1 347 246	110 055	8.2	.6	X
	19720	Receipts for service contracts	41	495 088	16 053	3.2	.1	X
	19740	Receipts for installing equipment	30	302 458	20 651	6.8	.1	X
	19810	Miscellaneous commodities	79	2 534 646	342 282	13.5	1.9	X
	19830	Flight training and charter service	20	623 855	13 510	2.2	.1	X
	19940	Rental and operating lease receipts	99	2 598 279	92 221	3.5	.5	X
			MANUFACTURERS' SALES BRANCHES AND OFFICES					
42386		Transportation equipment and supplies (except motor vehicle) merchant wholesalers	50	X	4 668 282	X	100.0	20.0
423860		Transportation equipment and supplies (except motor vehicle) merchant wholesalers	50	X	4 668 282	X	100.0	20.0

¹For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

²Product line sales and/or product line percents may not sum to totals due to exclusion of selected lines to avoid disclosing data for individual companies, due to rounding, and/or due to exclusion of lines that did not meet publication criteria.

³Sales of establishments reporting product line sales as percent of total sales.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 4. Concentration by Largest Firms for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Largest firms based on sales by type of operation and kind of business ¹	Establishments (number)	Sales		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
	WHOLESALE TRADE						
42386	Transportation equipment and supplies (except motor vehicle) merchant wholesalers						
	All firms	3 051	22 393 585	100.0	1 728 253	422 586	36 912
	4 largest firms	10	6 207 458	27.7	215 722	54 089	4 050
	8 largest firms	45	8 126 817	36.3	356 493	90 153	6 310
	20 largest firms	99	11 076 573	49.5	483 397	123 660	8 879
	50 largest firms	178	14 289 906	63.8	705 656	177 178	13 273
423860	Transportation equipment and supplies (except motor vehicle) merchant wholesalers						
	All firms	3 051	22 393 585	100.0	1 728 253	422 586	36 912
	4 largest firms	10	6 207 458	27.7	215 722	54 089	4 050
	8 largest firms	45	8 126 817	36.3	356 493	90 153	6 310
	20 largest firms	99	11 076 573	49.5	483 397	123 660	8 879
	50 largest firms	178	14 289 906	63.8	705 656	177 178	13 273
	MERCHANT WHOLESALERS, EXCEPT MANUFACTURERS' SALES BRANCHES AND OFFICES						
42386	Transportation equipment and supplies (except motor vehicle) merchant wholesalers						
	All firms	3 001	17 725 303	100.0	1 558 399	381 974	32 968
	4 largest firms	31	3 101 818	17.5	190 474	47 664	3 040
	8 largest firms	43	4 502 253	25.4	257 405	66 857	4 145
	20 largest firms	93	7 131 725	40.2	370 708	96 968	6 330
	50 largest firms	157	9 992 804	56.4	559 036	141 996	9 981
423860	Transportation equipment and supplies (except motor vehicle) merchant wholesalers						
	All firms	3 001	17 725 303	100.0	1 558 399	381 974	32 968
	4 largest firms	31	3 101 818	17.5	190 474	47 664	3 040
	8 largest firms	43	4 502 253	25.4	257 405	66 857	4 145
	20 largest firms	93	7 131 725	40.2	370 708	96 968	6 330
	50 largest firms	157	9 992 804	56.4	559 036	141 996	9 981
	MANUFACTURERS' SALES BRANCHES AND OFFICES						
42386	Transportation equipment and supplies (except motor vehicle) merchant wholesalers						
	All firms	50	4 668 282	100.0	169 854	40 612	3 944
	4 largest firms	6	D	D	D	D	h
	8 largest firms	13	4 524 980	96.9	150 000	35 640	3 466
	20 largest firms	29	4 636 961	99.3	166 507	39 720	3 846
	50 largest firms	50	4 668 282	100.0	169 854	40 612	3 944
423860	Transportation equipment and supplies (except motor vehicle) merchant wholesalers						
	All firms	50	4 668 282	100.0	169 854	40 612	3 944
	4 largest firms	6	D	D	D	D	h
	8 largest firms	13	4 524 980	96.9	150 000	35 640	3 466
	20 largest firms	29	4 636 961	99.3	166 507	39 720	3 846
	50 largest firms	50	4 668 282	100.0	169 854	40 612	3 944

¹For the 2002 Economic Census, the definition of Merchant Wholesalers and the kind-of-business and type-of-operation structures for the Wholesale Trade sector changed to reflect revisions to the 1997 North American Industry Classification System (NAICS). For more details, see Comparability of the 1997 and 2002 Economic Censuses.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Appendix A.

Explanation of Terms

ANNUAL PAYROLL

Payroll includes all forms of compensation, such as salaries, wages, commissions, dismissal pay, bonuses, vacation allowances, sick-leave pay, and employee contributions to qualified pension plans paid during the year to all employees and reported on Internal Revenue Service (IRS) Form 941 as taxable Medicare Wages and tips (even if not subject to income or FICA tax). Includes tips and gratuities received by employees from patrons and reported to employers. Excludes payrolls of departments or concessions operated by other companies at the establishment. For corporations, payroll includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on Form 941.

ESTABLISHMENTS

An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other federal agencies were used instead of a census report, no information was available on the number of locations operated. Each wholesale trade establishment was tabulated according to the physical location at which the business was conducted. The count of establishments represents those in business at any time during 2002.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted at a single location under a single ownership, separate establishment reports for each of the different activities were obtained in the census.

FIRMS

A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic census, the terms "firm" and "company" are synonymous.

FIRST-QUARTER PAYROLL

Represents payroll paid to persons employed at any time during the quarter January to March 2002.

PAID EMPLOYEES FOR PAY PERIOD INCLUDING MARCH 12

Paid employees consist of full- and part-time employees, including salaried officers and executives of corporations, who were on the payroll during the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses; full- and part-time leased employees whose payroll was

filed under an employee leasing company's Employer Identification Number (EIN); and temporary staffing obtained from a staffing service. The definition of paid employees is the same as that used by the Internal Revenue Service (IRS) on Form 941.

SALES

Includes merchandise sold for cash or credit by establishments primarily engaged in wholesale trade; receipts from rental of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; gasoline, liquor, tobacco, and other excise taxes that are paid by the manufacturer and passed on to the wholesaler; and shipping and handling receipts.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from sales. Sales do not include carrying or other credit charges; sales and other taxes (including Hawaii's General Excise Tax) collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sales of real estate, and interest.

Sales do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

TYPES OF OPERATION

In addition to being classified by kind of business, merchant wholesale establishments are also classified by type of operation according to the ownership of the business and character of the transactions. Merchant wholesale establishments are grouped into the following two major types of operation and related subgroups:

Merchant wholesalers, except manufacturers' sales branches and offices. Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as wholesale distributors and jobbers, importers, exporters, own-brand importers/marketers, terminal and country grain elevators, and farm products assemblers.

Wholesale distributors and jobbers. Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

Importers. Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters. Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

Own-brand importers/marketers. Companies or establishments that deal primarily or exclusively in the parent company's own branded products manufactured outside the United States. The products are either imported into the United States and then sold or they are sold and then drop-shipped directly from a foreign location to the United States customer.

Terminal grain elevators. Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

Country grain elevators. Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

Assemblers of farm products, except country grain elevators. Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

Manufacturers' sales branches and offices. Establishments primarily maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Sales branches and offices located at plants or administrative offices are classified as manufacturers' sales branches or offices, if separate records are available.

Manufacturers' sales branches. Branches with a stock of merchandise for sale. Included are refiner marketers owned and operated by petroleum refining companies primarily for marketing their products.

Manufacturers' sales offices. Offices without a stock of merchandise for sale.

Appendix B.

NAICS Codes, Titles, and Descriptions

PART 1. 2002 NAICS

42386 TRANSPORTATION EQUIPMENT AND SUPPLIES (EXCEPT MOTOR VEHICLE) MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of transportation equipment and supplies (except marine pleasure craft and motor vehicles).

423860 TRANSPORTATION EQUIPMENT AND SUPPLIES (EXCEPT MOTOR VEHICLES) MERCHANT WHOLESALERS

This industry comprises establishments primarily engaged in the merchant wholesale distribution of transportation equipment and supplies (except marine pleasure craft and motor vehicles).

PART 2. 1997 NAICS

42186 TRANSPORTATION EQUIPMENT AND SUPPLIES (EXCEPT MOTOR VEHICLE) WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling transportation equipment and supplies (except marine pleasure craft and motor vehicles).

421860 TRANSPORTATION EQUIPMENT AND SUPPLIES (EXCEPT MOTOR VEHICLES) WHOLESALERS

This industry comprises establishments primarily engaged in wholesaling transportation equipment and supplies (except marine pleasure craft and motor vehicles).

Appendix C.

Methodology

SOURCES OF THE DATA

For this sector, essentially all firms were sent report forms to be completed for each of their establishments and returned to the Census Bureau. For some very small firms, data from existing administrative records of other federal agencies were used instead. These records provide basic information on location, kind of business, sales, payroll, number of employees, and legal form of organization.

Firms in the 2002 Economic Census are divided into those sent report forms and those not sent report forms. The coverage of and the method of obtaining census information from each are described below:

1. Establishments sent a report form:
 - a. Large employers, i.e., all multiestablishment firms, and all employer firms with payroll above a specified cutoff. (The term "employers" refers to firms with one or more paid employees at any time during 2002 as shown in the active administrative records of other federal agencies.)
 - b. A sample of small employers, i.e., single-establishment firms with payroll below a specified cutoff in classifications for which specialized data precludes reliance solely on administrative records sources. The sample was stratified by industry and geography.
2. Establishments not sent a report form:
 - a. Small employers, i.e., single-establishment firms with payroll below a specified cutoff, not selected into the small employer sample. Although the payroll cutoff varies by kind of business, small employers not sent a report form generally include firms with less than 10 employees and represent about 10 percent of total sales of establishments covered in the census. Data on sales, payroll, and employment for these small employers were derived or estimated from administrative records of other federal agencies.
 - b. All nonemployers, i.e., all firms subject to federal income tax with no paid employees during 2002. Sales or receipts information for these firms was obtained from administrative records of other federal agencies. Although consisting of many firms, nonemployers account for less than 10 percent of total sales or receipts of all establishments covered in the census. Data for nonemployers are not included in this report, but are released in the annual *Nonemployer Statistics* series.

The report forms used to collect information for establishments in this sector are available at help.econ.census.gov/econhelp/resources/.

A more detailed examination of census methodology is presented in the *History of the Economic Census* at www.census.gov/econ/www/history.html.

INDUSTRY CLASSIFICATION OF ESTABLISHMENTS

The classifications for all establishments are based on the *North American Industry Classification System, United States, 2002* manual. Changes between 1997 and 2002 affecting this sector are discussed in the text at the beginning of this report. Tables at www.census.gov/epcd/naics02/ identify those industries that changed between the 1997 North American Industry Classification System (NAICS) and 2002 NAICS.

The method of assigning classifications and the level of detail at which establishments were classified depends on whether a report form was obtained for the establishment.

1. Establishments that returned a report form were classified on the basis of their self-designation, sales of product lines, and responses to other industry-specific inquiries.
2. Establishments without a report form:
 - a. Small employers not sent a form were, where possible, classified on the basis of the most current kind-of-business classification available from one of the Census Bureau's current sample surveys or the 1997 Economic Census. Otherwise, the classification was obtained from administrative records of other federal agencies. If the census or administrative record classifications proved inadequate (none corresponded to a 2002 Economic Census classification in the detail required for employers), the firm was sent a brief inquiry requesting information necessary to assign a kind-of-business code.
 - b. Nonemployers were classified on the basis of information obtained from administrative records of other federal agencies.

RELIABILITY OF DATA

All data compiled in the economic census are subject to nonsampling errors. Nonsampling errors can be attributed to many sources during the development or execution of the census:

- inability to identify all cases in the actual universe;
- definition and classification difficulties;
- differences in the interpretation of questions;
- errors in recording or coding the data obtained; and
- other errors of collection, response, coverage, processing, and estimation for missing or misreported data.

Data presented in the Miscellaneous Subjects and the Product Lines reports for this sector are subject to sampling errors, as well as nonsampling errors. Specifically, these data are estimated based on information obtained from census report forms mailed to all large employers and to a sample of small employers in the universe. Sampling errors affect these estimates, insofar, as they may differ from results that would be obtained from a complete enumeration.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors or by the joint effects of sampling and nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Census Bureau obtains limited information extracted from administrative records of other federal agencies, such as gross receipts from federal income tax records and employment and payroll from payroll tax records. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication.

Key tables in this report include a column for "Percent of sales from administrative records." This includes sales information obtained from administrative records of other federal agencies. The "Percent of sales estimated" includes sales information that was imputed based on historic company ratios or administrative records, or on industry averages.

The Census Bureau recommends that data users incorporate this information into their analyses, as nonsampling error and sampling error could impact the conclusions drawn from economic census data.

TREATMENT OF NONRESPONSE

Census report forms included two different types of inquiries, “basic” and “industry-specific.” Data for the basic inquiries, which include location, kind of business or operation, sales, payroll, and number of employees, were available from a combination of sources for all establishments. Data for industry-specific inquiries, tailored to the particular kinds of business or operation covered by the report, were available only from those establishments sent a report form that completed the appropriate inquiries.

Data for industry-specific inquiries in this sector were expanded in most cases to account for establishments that did not respond to the particular inquiry for which data are presented. Unless otherwise noted in specific reports, data for industry-specific inquiries were expanded in direct relationship to total sales of all establishments included in the category. In a few cases, expansion on the basis of the sales item was not appropriate, and another basic data item was used as the basis for expansion of reported data to account for nonrespondents.

All reports in which industry-specific data were expanded include a coverage indicator for each publication category, which shows the sales of establishments responding to the industry-specific inquiry as a percent of total sales for all establishments for which data are shown. For some inquiries, coverage is determined by the ratio of total payroll or employment of establishments responding to the inquiry to total payroll or employment of all establishments in the category.

CONCENTRATION CATEGORIES

Concentration categories are based on aggregate sales of all establishments operated by the same firm in a given kind-of-business classification or group for which data are presented. For example, a firm operating three wholesale establishments – a hardware merchant wholesaler (NAICS 42371), a plumbing equipment merchant wholesaler (NAICS 42372), and an electrical appliance merchant wholesaler (NAICS 42362) – would be treated as three one-establishment firms at the most detailed NAICS level, as a two-establishment firm in NAICS 4237 and a one-establishment firm in NAICS 4236, and as a single three-establishment firm in wholesale trade totals.

DISCLOSURE

In accordance with federal law governing census reports (Title 13 of the United States Code), no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure; therefore, this information may be released even though other information is withheld. Techniques employed to limit disclosure are discussed at www.census.gov/epcd/ec02/disclosure.htm.

Appendix D. Geographic Notes

Not applicable for this report.

Appendix E. Metropolitan and Micropolitan Statistical Areas

Not applicable for this report.

